

September 14, 2010

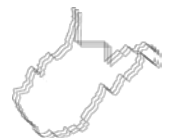


SMALL BUSINESS
ADMINISTRATION

WEST VIRGINIA

VETERANS BUSINESS SUMMIT

I-79 Technology Park ■ Fairmont, WV



WHY YOU SHOULD ATTEND

- Business Loans for Vets
- Getting Federal Contracts
- Strategic Business Planning
- Free Business Resources



FEATURING NATIONAL VETERANS BUSINESS EXPERTS



William D. Elmore

Associate Administrator
Office of Veterans Business Development
US Small Business Administration



Scott Denniston

Founder
National Veterans Business Coalition
& The Scott Group of Virginia



Harry M. Siegel

Chief Executive Officer
HMS TECHNOLOGIES, INC.

*Over 174,000 veterans reside in West Virginia out of a population of 1.8 million, making it a state with one of the highest number of veterans per capita in the nation.
West Virginia Veteran's History Project*

SCHEDULE

Registration & Opening Sessions

9:00-9:30 am

Registration

9:30-10:00 am

Welcome & Opening Remarks

Judy McCauley

US Small Business Administration

Craig Hartzell

Azimuth, Inc.

2010 West Virginia Small Business Person of the Year

10:15-11:00 am

How Veterans Can Grow Their Business: Opportunities and Best Practices

William D. Elmore

Office of Veterans Business Development

US Small Business Administration

Concurrent Sessions

11:15 am-Noon

Veterans Doing Business with the Federal Government

Scott Denniston

National Veterans Business
Coalition

Patriot Express Business Loans for Vets

Terry Spears

Community Trust Bank

James Epling

WV Small Business Development Center

Business Legal Structures Explained

Chuck Smith, CPA

Smith Cochran & Hicks, PLLC

Noon -1:15 pm

LUNCH

with Special Guest **Medal of Honor Recipient Hershel “Woody” Williams**

sponsored by SCORE Counselors to America’s Small Businesses

1:15-2:00 pm

Legal Lessons for Federal Contractors

Roy Jones, Jr.

HMS TECHNOLOGIES, INC.

Small Business Lending: Facts v. Fiction

Stephanie Ellingson

Huntington National Bank

Patriot Express Business Loans for Vets

Matt Coffey

BB&T

Tara Elder

WV Women’s Business & Training Center

2:15-3:00 pm

Business Concerns in Federal Contracting

Jonathan Elder, CPA

Toothman Rice, PLLC

Strategic Business Planning

Harry Siegel

HMS TECHNOLOGIES, INC.

Free Small Business Resources

David Berkey RCAC

David Cross SCORE

Tara Elder WBC

Kristina Oliver SBDC

Concluding Session

3:15-4:00 pm

Where Do I Go From Here?

Harry Siegel

HMS TECHNOLOGIES, INC.

REGISTRATION INFORMATION

4 Easy Ways to Register



REGISTER ONLINE

Just go to:

www.wvscore.org



REGISTER BY PHONE

Have your information on hand and call:

1-800-767-8052, ext. 8



REGISTER BY FAX

Complete the registration form below and fax to:

FAX 1-304-623-0023



REGISTER BY MAIL

Complete the registration form below and mail to:

Veterans Business Summit
US Small Business Administration
320 West Pike Street, Suite 330
Clarksburg, WV 26301

*There is **NO CHARGE** for this event or for lunch, due to the generous support of the sponsors, supporters and presenters.*

NAME _____

EMAIL _____

BUSINESS _____

PHONE _____

ADDRESS _____

STATUS ☐ Veteran Business Owner

CITY _____

☐ Not Yet in Business

STATE & ZIP _____

☐ Veterans Business Resource

All SBA events are offered to the public on a non-discriminatory basis.

DIRECTIONS

From I-79 South (from Morgantown):

- Take Exit 132 (South Fairmont)
- Make a Left turn at the stoplight onto Route 250 South
- Turn Right onto NASA Boulevard at the next light (in front of Dan Cava Toyota)
- Turn Right onto Galliher Drive and take immediate Right to driveway leading to parking garage (bear Left at the "Y")
- Visitor parking is available on East side ground floor level **(P1)** before the access gate
- Take elevator to the Plaza level **(*P)** to main entrance

From I-79 North (from Clarksburg):

- Take Exit 132 (South Fairmont)
- Make a Left turn at the stoplight onto Route 250 North
- Turn Left onto NASA Boulevard at the next light (in front of Dan Cava Toyota)
- Turn Right onto Galliher Drive and take immediate Right to driveway leading to parking garage (bear Left at the "Y")
- Visitor parking is available on East side ground floor level **(P1)** before the access gate
- Take elevator to the Plaza level **(*P)** to main entrance

AREA LODGING

The Marion County Convention and Visitors Bureau maintains a list of local lodging options. Call 304-368-1123 or go online to www.marioncvb.com.

SPONSORS



SBA also wishes to recognize the generous support of:

Azimuth, Inc.

Elite SDVOB Network

HMS TECHNOLOGIES, INC.

Regional Contracting Assistance Center

WV High Tech Consortium Foundation

PRESENTERS

David Berkey, Marketing Assistance Specialist
Regional Contracting Assistance Center

Matt Coffey, Assistant Vice President & Business Services Officer
BB&T

David Cross, State Chair
West Virginia SCORE *Counselors to America's Small Businesses*

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Office of Veterans Business Development, US Small Business Administration

Stephanie Ellingson, Senior SBA Product Specialist
Huntington National Bank

James Epling, Center Director
WV Small Business Development Center

Craig Hartzel, President and Chief Executive Officer
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Roy Jones, Jr., Vice President of Contracts
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Judy M. McCauley, District Director
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Kristina Oliver, State Director
WV Small Business Development Center

Harry Siegel, Chief Executive Officer
HMS TECHNOLOGIES, INC.

Chuck Smith, CPA, Managing Member
Smith Cochran & Hicks, PLLC

Terry Spears, MBA, Small Business Banking Officer
Community Trust Bank

Additional presenter information will follow.